

GNSS. asia

FACILITATING EU-ASIA INDUSTRIAL COOPERATION ON DOWNSTREAM GNSS

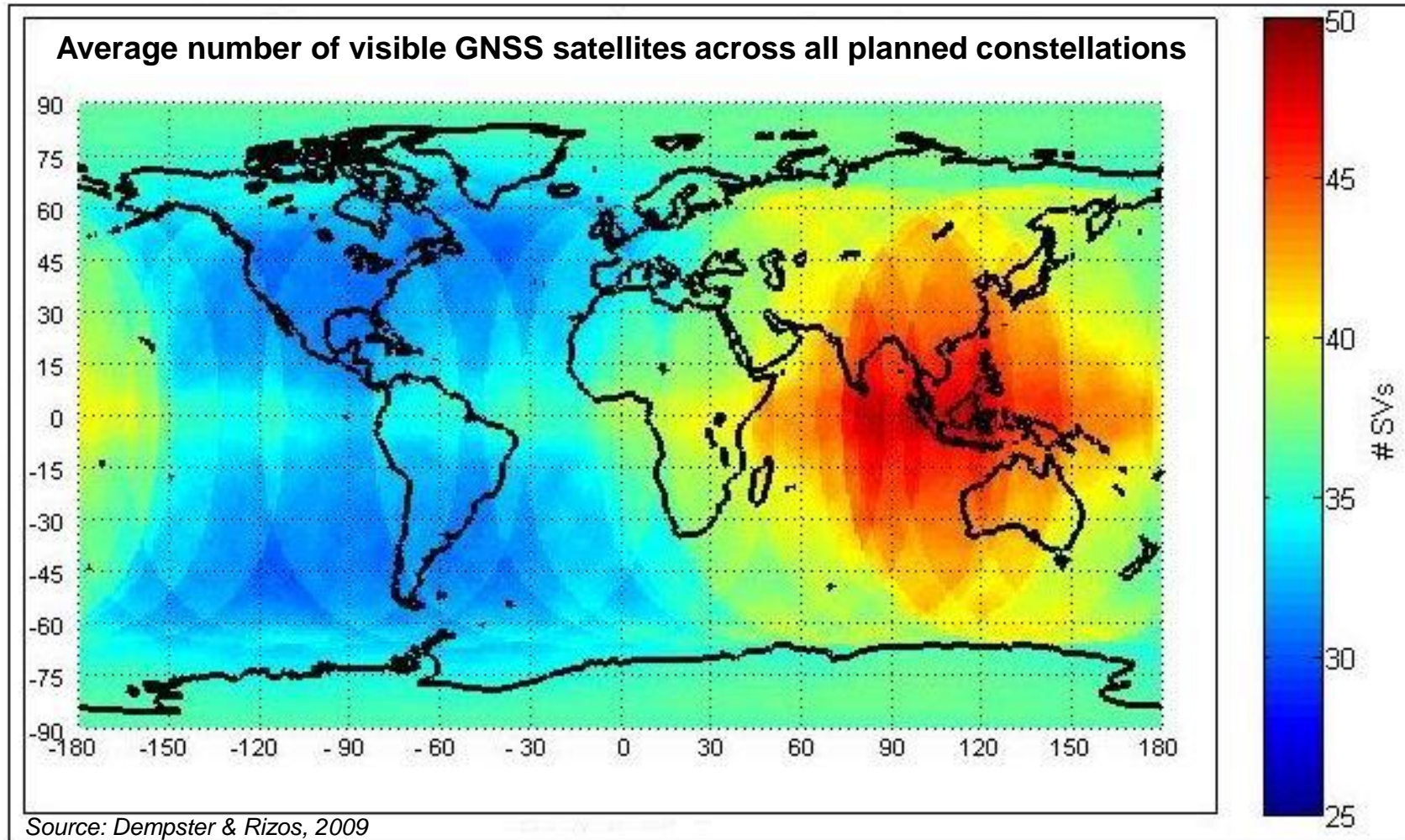
Tokyo, 8 October 2014
Fabrizio Mura



OBJECTIVES: FACILITATE EU-ASIA INDUSTRIAL COOPERATION ON DOWNSTREAM GNSS

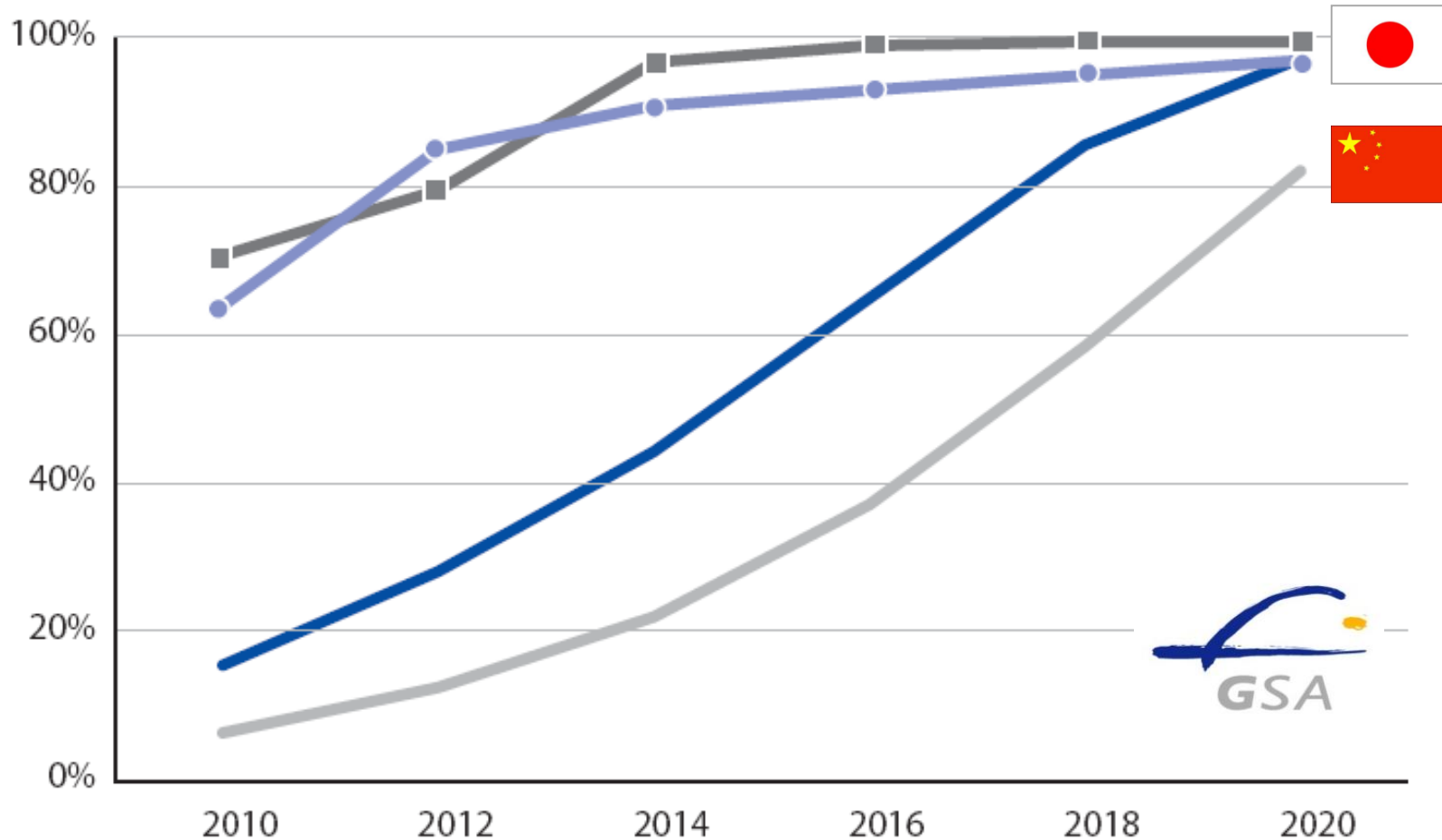
1. Define a **strategy** for the industrial cooperation between EU and Asian economies on GNSS downstream sector (applications and receivers)
2. Ensure the **valorisation** of the Galileo Programme with an emphasis on the “exportable” products mainly the Users Segment: receivers and applications
3. Recommend and start the development of **industrial cooperation** between EU and each G5 economy

ASIA IS THE HOTSPOT FOR GLOBAL GNSS



ASIA IS ALSO A SIGNIFICANT USER MARKET

Example: GNSS Penetration in Mobile Phones in Different Markets



European Union Japan North America China

Source GSA GNSS Market Report

GNSS.ASIA FACILITATES INDUSTRIAL COOPERATION ON GNSS DOWNSTREAM APPLICATIONS

Coordinators



Asian Partners



• Matchmaking

GNSS
asia

- Engage local stakeholders
- Map GNSS Industry
- Raise Galileo awareness

Annual EU-Asia Industry Seminars

European GNSS Industry

- Identify EU-Asia cooperation requirements
- Support concrete collaboration between companies
- Company visits

10 seminars in Asia since 2012

Asian GNSS Industry

GNSS.ASIA JAPAN IN A NUTSHELL: ACTIVITIES, CONTEXT AND OUTPUT



- Organised 3 workshops in Tokyo (May, Oct. and Nov. 2013)
- Presented GNSS.Asia at 6 third-party GNSS events in Japan, 2 in the EU and held B2B meetings at 10++ Trade fairs in Japan.

- Launched the 2013 Japan Regional Prize under the **European Satellite Navigation Competition (ESNC)**.



- Dispatched 2 Japanese VULCANUS interns in Europe to cooperate on **GNSS projects in the railway industry**.



- Supported partner search under Horizon2020 for the **JP industry** and answered inquiries on GALILEO and EGNOS.



- Established discussion channels with **Japanese stakeholders** for future cooperation: SPAC, Q-BIC, IPNTJ, MGA.



GNSS.Japan - complement to GNSS.Asia:

- Setup a dedicated partnership search service.
- Sponsor EU GNSS SMEs with JP market entry business plan through “Keys to Japan”.

SEVERAL JAPANESE PLAYERS HAVE EXPRESSED INTEREST IN COLLABORATION

FURUNO

Galileo early adopter – strong interest in Galileo Cospar-SarSat features

Epson offers “GPS/GNSS Watch” keep the exact time all over the world



GNSS GNSS Technologies Inc.

interested to cooperate and offer indoor navigation “IMES”

アイサンテクノロジー株式会社

Aisan Technology (software mapping firm) interested in precise positioning for automobiles using multiple GNSS systems.



Yokosuka Research Park interested in closer cooperation with the EU on data sharing for tests and conformity processes with e-call

...Japanese industry-led expectation to use other systems (GALILEO)...



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ANNEX SLIDES

EUROPEAN SATELLITE NAVIGATION COMPETITION 2013 – JAPAN PRIZE

Evaluation of the 2013 Japan Competition

- 23 Ideas received for Japan, 19 valid ideas ranked
- Ideas: B2C GNSS applications, QZSS services, Disaster prevention
- Many ideas from Japan, South Korea, Taiwan and ... Europe
- The Winning idea was announced on 5 November 2013 at ESS in Munich

Reg. No.	Idea Title
130603	TrustSync: Secure time and frequency synchronization via authenticated QZSS open service. Dr Takuji Ebinuma, the University of Tokyo
130966	Tour Group Guide and Communication Devices
131035	視界 (Se Kai) - share your vision, complete our world
131061	Positioning and Information Infrastructure Platform (Smart Vending Machines) for Pedestrian Navigation and Safety Confirmation under Disaster

賞金 € 5,000
1ヶ月インキュベーションサポート
情報提供サービス
パートナーリングサポート



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VULCANUS IN EUROPE: 2 JAPANESE INTERNS WORKING ON INDUSTRIAL GNSS PROJECTS IN THE EU

A unique opportunity for EU engineering firms to host a Japanese student as a trainee for 8 months (August – March)

Before the internship starts, EU-Japan Centre sponsors a 4-month intensive language course (April – July)

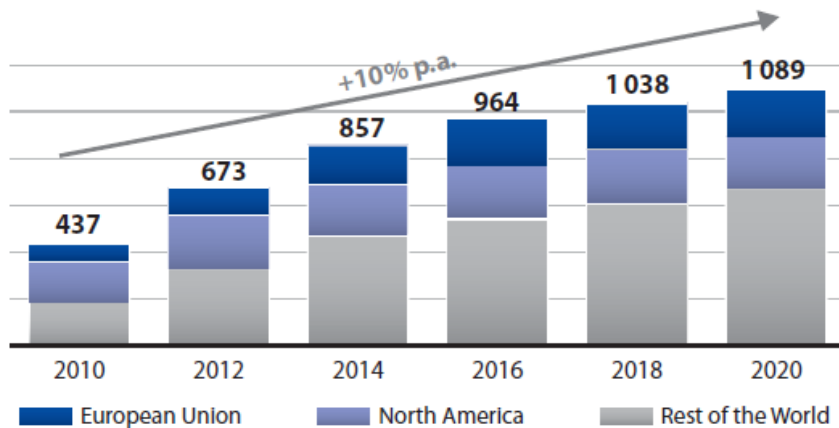
2 Japanese students' participation at CEIT(Centre of Studies and Technical Research) in Spain
<http://www.ceit.es/> related to GNSS contents.

The traineeship of Mr Masataka ONO (from the Toyota Technical Institute of Nagoya) involve CEIT's Embedded Systems Research Group in a project for the development of algorithms, data fusion and validation for positioning applications in the railway industry by means of GNSS or wireless technologies.

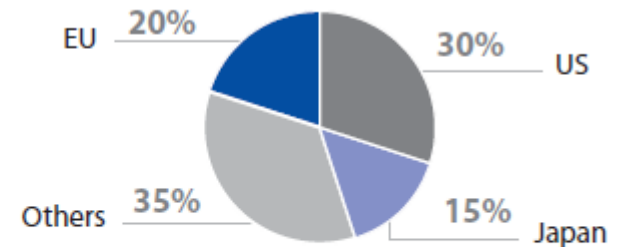


ASIAN ECONOMIES ARE KEY MARKETS FOR EUROPEAN GNSS

Shipments of GNSS devices worldwide
(Million Units)



GNSS market share by companies' origin*



* This analysis is based on the turnover of the top 15 of companies involved in GNSS.

Source: GSA Market Report, 2009 data